

UP COMING EVENTS

SAVE THE DATES

OCTOBER 2012

Thursday, October 25, 2012

CMA Monthly Speaker Luncheon

Speaker: TBA

Water's Edge at Giovanni's II

2748 Post Road, Darien, CT 06820

Cash Bar: 12 Noon, Seating for Lunch: 12:45 pm

Members: \$45 / Non-Members: \$50

NOVEMBER 2012

Tuesday, November 13, 2012

(note special date for this one)

CMA Monthly Speaker Luncheon in NYC

Speaker: Robert Bugbee, President, Scorpio Tankers Inc.

The Harvard Club of New York City

35 West 44th Street, New York, NY 10036

(Between Fifth & Sixth Avenues)

Cocktail Reception: 12 Noon – Gordon Reading Room

Seating for Lunch 12:45 pm – Cambridge Rooms

\$60 Members / \$65 Non-Members

Limited to 120 people. Pre-payment appreciated for this one.

For Reservations for all CMA Events please call

Lorraine at +1.203.406.0109 Ext 3717

Or email conferences@cmaconnect.com

PRESIDENT'S NOTES

From the beginning to the end, our lives are ruled by choices, whether it is what school or college to attend, or whether we play baseball or football, or learn French or Spanish, to time charter or to voyage charter, to buy now or to wait, paper or plastic and so on ad infinitum. Choices influence everything we do.

However, there is no doubt that choices become exceedingly more difficult when the risk / reward ratio is practically zero, or indeed negative; and the decision, if wrong, could mean putting your company into financial difficulties in a far shorter time, than if the same decision had been

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taken during times when economies were booming, and bad decisions could be outweighed – wholly or partially – by other, more profitable enterprises within the company.

To further complicate matters, myriad rules and regulations are expanding to cover all aspects of the maritime industry and, to add insult to injury, the price of oil is stubbornly high and keeping the price of bunkers at 70pct to 80pct of operating costs.

So the choices are more complicated, more difficult and yes, more dangerous than they have been in recent years. So how do we navigate these dangerous shoals? How is the risk mitigated? How are the difficult decisions made easier?

I do not claim to have a panacea for all – indeed I would probably be retired on some Caribbean island if I did know that answer – but I do believe that it is best to keep to your core business, the one that you know well and make use of – to your satisfaction - the companies and services that are so widely available in our area for any requirements or needs outside of your usual comfort zone.

This is where the CMA comes in, we cross all borders in our industry, on our website - www.cmaconnect.com – you will soon be able to check our membership to see if there are members whose skills and knowledge may be of assistance. This is certainly a tool which we hope that you will find useful and we would welcome any feedback you might feel inclined to share.

So, probably one of the easiest choices to make in these difficult times - stay a member of the CMA, use its resources, attend the functions to network, and recommend to all friends and colleagues to join.

Ian Workman

FROM THE EDITOR

I missed “Talk Like a Pirate Day” (September 19th). What had been a narrowly promoted joke for decades seems to have reached main stream media. Even Joe Kernen at CNBC was “Arrrrh-ing” (new word!). I think next year everyone in the shipping business should answer their phones “Arrrrh!! We be havin’ a storm but first a tot of grog!” --- Or something similar. Shipping needs to spice up its image. We seem to have become colorless since the markets took a nose dive.

I be hearing that our September Luncheon speaker, Lambros Papaeconomou, was great. Whether or not you have an MBA in finance, you learned something about 21st Century shipping. Sorry, that I could not join you. I was cavorting with some other ancient mariners. Shiver me timbers!

While the coming election fills the media, we don't hear about the renewal of our national "infrastructure" that is supposed to put thousands to work. I have long advocated investing in infrastructure and held that there was a huge cost to not doing anything. The American Society of Civil Engineers recently published a study titled "FAILURE TO ACT – The Economic Impact of Current Investment Trends in Airports, Inland Waterways, and Marine Ports on Infrastructure".

This 40-odd page report (www.asce.org/failuretoact) will never be a best seller, but it does validate the need to invest. It documents what is needed in way of funds to rebuild, but I suggest that the total cost of doing nothing over the last 40 years or so, has cost us much much more than just the cost to replace or build infrastructure. For that I refer you to NY Times columnist Thomas L. Friedman's and Michael Mandelbaum's book, "That Used To Be Us". The book mentions only a few of the manufacturing or process industries that are no longer in the U.S., many of which were made uncompetitive by infrastructure that crumbled, was not kept up to date or became so expensive that they could no longer remain competitive with other sellers domestic or foreign.

Each year CMA awards interns who have worked in the industry with a check. The awards are in addition to whatever the host company pays and the amount varies by the length of the internship. To receive those awards the students have to write about what they learned. We will publish a few of their reports starting this month. Starting this year the awards are made by the CMA Education Foundation. I think you will agree that the Foundation's (your) money has been well spent.

Shipping 2013 will again feature Student Research Presentations. Elsewhere in this issue you will find a Call for Papers to students at American maritime colleges and universities that have courses on marine transportation, logistics or trade issues that interface with shipping. Details are given regarding who is eligible, the preferred topic areas and how to submit papers. We expect many more papers than last year. Besides receiving a check from the

CMA Education Foundation, the 2012 winner of our contest was recruited on the spot by one of our earliest supporting companies. If you know of any students who might be interested in entering our contest please make sure they see our call for papers.

See you at the next luncheon.
Don Frost



Lambros Papaeconomou and Ian Workman

Photo courtesy of Gail Karlshoej

MEMBERSHIP NOTES

We are pleased to welcome the following new members.

Francis Birkeland, Managing Dir. – Shipping & Offshore, ABN AMRO Shipping, NY

Hui Li, Operations Manager, ICAP Shipping USA Inc., Stamford, CT

Donald McBride, Operations Manager, Diamond S. Management, Greenwich, CT

Anna Palasi, Consultant, Petromar, Stamford, CT

Michael P. Whitbread, Student, SUNY Maritime College, Forest Hills, NY

Matthew Woods, Senior Vice President, Intrepid Museum Foundation, New York, NY

Welcome aboard and hope to see you at a lunch or other event soon.

Brian Robinson, Membership Chair

CMA SOFTBALL 2012 CHAMPIONS

GEMINI-DIAMOND

By Len Faucher, Social Chair

The 2012 CMA Softball season came to a climactic ending under the lights at Wilton High School. Home team with the best regular season record and defending champion Odin-Fairfield (ODFC) faced off against the last to first Cinderella story Gemini-Diamond (GEDI). ODFC, fresh off their bottom of the seventh playoff victory over Glencore, took the field on a nice clear night. GEDI took an early lead with their tremendous offense putting up a six-spot in the first. ODFC battled hard, but eventually fell to GEDI 17-6 to take home the big trophy.

The annual CMA Softball trophy awards banquet will be held for 2012 CMA Softball participants on 10/16 at Sterling Farm's Player's Club from 1830-2000. Beverages and light snacks will be served. Odin-Fairfield will be

awarded both the second place trophy, and the best regular season record trophy. Gemini-Diamond will be awarded the championship trophy. Special thanks go to all the coaches and teams that participated this season. Additional thanks go to CMA softball commissioner Chris Towne and assistant softball commissioner Ryan Jurewicz for their efforts at putting together a fantastic season. The CMA would like to praise Chris Towne for his long-time passion and service as commissioner and wish him all the best in his retirement from this position. Good luck, and thanks, Chris!



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1969 - 2012

43

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SPLAT!

By Len Faucher, Social Committee Chair

Please join us November 10th at 1000 for our Third Annual Paintball event to be held at Liberty Paintball in Patterson, New York. Pricing is about \$65 per person (including paint) which is to be settled directly with Liberty Paintball. You can find directions and details at:

<http://www.libertypaintball-ny.com/>. Children are welcome. To ensure we have proper numbers for our discounted price, please RSVP to the Social Chair, Len Faucher at LF@crweber.com



CMA KEGLERS GETTING READY FOR NEW SEASON

IT'S THE MOST WONDERFUL TIME OF THE YEAR!

By: Eric LaRosee, Bowling Commissioner

It is that time of the year again; time to start getting ready for 2013 CMA bowling season. Last year's inaugural season saw a great turnout, with 10 teams playing throughout the season finishing with Uniservice taking home the newly minted Parsons Cup. The 2013 season is expected to start in mid-January. Depending on membership response we are hoping to increase the number of teams. If you are interested in starting a team, please contact bowling league commissioner, Eric LaRosee, at ericlarosee@yahoo.com.

WHAT I DID THIS SUMMER - A CMA INTERN'S STORY

By Campbell Houston

I have wanted to work in shipping for a long time. While still in college I made lots of inquiries and read what I could find about shipping. I first crossed paths with the CMA in July of 2010. Richard du Moulin, who I had met through sailing, arranged a lunch for me with CMA. On a beautiful day in what had been a rainy summer, I met Lorraine, Don and Bob at the Paradise Grill, a place I was told was an industry hangout.

I spent the week prior to the meeting preparing. I hoped to impress the first shipping people I would meet. The result from Bob was "you're asking questions that if we had the answers, we'd be having a bigger lunch."

Two years later I started at Marine Money where I had a great variety and number of assignments. My first was to enter data on shipping finance deals into the new Excel macro driven, web enabled, database. The project provided a valuable tour of recent ship finance history.

My second project also involved the deals database. To help visualize and understand this new data, I built a spreadsheet that breaks down the deals in the database for any given time period. The resulting charts, tables, and a brief description, were published in Marine Money's weekly newsletter, Freshly Minted. This has been perhaps the most challenging and most rewarding project, as I had to develop some Excel formulas (one of which is a full page long when printed).

I also helped with the new book "Dynasties of the Sea: The Shipowners and Financiers who Expanded the Era of Free Trade". I was assigned to create some charts for the book and compile other data. While some were quite easy, obtaining the data necessary for others was a challenge. Watching the publishing and publicity for the book, I also developed a familiarity with the publishing process.

There was also an opportunity to help MTI Network by conducting media watches for maritime incidents. Public Relations is a segment of the industry that I never thought of as part of shipping. However, this experience could be

one of the most valuable, as it exposed me to how incidents (not necessarily just disaster related) that regularly arise with a shipping company are managed.

Throughout this internship I learned a great deal about the industry which will not be a part of my school curriculum. Thanks to Jim and Bob, I was also able to tour the recently launched M/T AMERICAN PHOENIX while she was at the Phillips 66 refinery in New Jersey. This was my first time aboard a cargo ship. I am thankful to all who shared their time with me.

CALL FOR PAPERS

The Connecticut Maritime Association (CMA) and the CMA Education Foundation is seeking entries from students attending American maritime colleges, and universities with programs and/or courses that deal with shipping, international trade and marine transportation.

The Connecticut Maritime Association, Inc. is a not for profit organization established in 1984 and has an educational mission. It is an association of individuals representing

every aspect of shipping and international trade, both ship and cargo interests.

CMA's annual Trade Show and Conference, Shipping 2013 March 18-19-20, 2013, will feature a session "Student Research Presentations" on Tuesday March 19, 2013.

All papers are to be original manuscripts and the topics should have practical application to industry problems, issues, or policies. Papers will be reviewed by teams from academia and the industry. Three papers will be selected and awarded a certificate with one award of \$500 and two awards of \$250. The primary focus should be on tankers and bulk carriers and their trades or related topics. Possible topics students may wish to explore might include:

- Financial pressures and survival among owners of ships – tankers, bulk carriers, containerships
- Imbalance between the supply of, and the demand for, ships and its implications
- Global warming and its effect on the output of agricultural goods and demand for bulk carriers
- Global maritime policies such as those covering safety, environmental emissions, invasive species and ballast



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SAVE THE DATE!!

March 18, 19 & 20, 2013

The Hilton Hotel, Stamford, CT, USA

For more information contact:
Lorraine Parsons, CMA Event Director at
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Email. conferences@cmaconnect.com OR
visit us at www.shipping2013.com



water issues, market competition, etc.

- Regulation, enforcement and governance in the maritime field
- Energy – oil, gas, coal, wind, solar – what are their effects on the shipping industry?
- Vessel operating issues – for example crew recruiting, retention and education
- Ship waste disposal; environmental ship scraping; population growth and impact on demand for resources
- Piracy – risks, results and solutions

Submit your paper and presentation by January 28, 2013. Submissions are to be e-mailed only. Feel free to contact Shumel Yahalom if you have any questions.

Submit to: Shumel Yahalom, Ph.D.
Distinguished Professor
State University of New York, Maritime College
6 Pennyfield Ave.
Throggs Neck, NY 10465
Phone – 718 409 7290
e-mail: syahalom@sunymaritime.edu

Is It A Tax?

By Donald Frost

Most discussions of the Jones Act, for or against, are emotional, narrowly focused as to who is impacted and miss the broader national macro-economic effects. This was most recently illustrated by the on-line comments to the Wall Street Journal's article by John Bussey Friday September 13, 2012 titled "Oil and the Ghost of 1920". To my mind, the issues of American ship-ownership and American crews are settled, leaving only the Build American provision to debate.

I have written before about David Ricardo who provided the underlying theory behind international trade coining the phrase "comparative" advantage. More recently Prof. Michael Porter of Harvard Business School has described the markets of today as being driven by the law of "competitive" advantage. Ricardo spoke of "land, labor and capital" as the basis for comparative advantage, but he did not consider the cost of transportation in his 1817 treatise "*On the Principles of Political Economy and Taxation*".

In the 21st Century the "competitive" advantage among suppliers of consumer goods, commodities, raw materials etc. is often the cost of getting them to the consumer. Among those costs would be taxes...whether they are described as such, or not. Please read on.

Article 1 Section 8 (Powers of Congress) Paragraph 1 of the Constitution of the United States gives Congress the power to "lay and collect taxes, duties, imposts and excises to pay debts and provide for the common defense and general welfare of the United States, but all duties, imposts and excises shall be uniform throughout the United States." The second paragraph gives Congress the power "to regulate commerce with foreign nations and among the several states, and with Indian Tribes."

Last month I wrote about the Harbor Maintenance Tax and the use of the funds collected. As noted in my article, in 1998 the U.S. Supreme Court found that the "fee" collected on exports leaving our ports was a tax and therefore contravened the wording and intent of the Commerce Clause of the Constitution of the United States, i.e. - Article 1 (The Legislative Branch), Section 9 (Limits on Congress) commands that "no tax or duty shall be laid on articles exported from any State".

What is a tax? The Random House Dictionary of the English Language (unabridged edition) has a few definitions: "A sum of money demanded by a government for its support or for specific facilities or services levied on incomes, property, sales, etc." and a secondary definition: "a burdensome charge, obligation, duty or demand".

What if Congress passed a law that effectively discriminated against commerce between states and discouraged trade among the states. What if that law actually encouraged the importing of goods from foreign sources that could be produced domestically? Is this providing for the general welfare of the United States? To me this sounds very much like one of the principal reasons the original 13 colonies declared independence from Great Britain. Goods traded between the states were taxed so as to force the colonies to import such goods from England.

If such a law existed would it make any difference if the burdensome charge was not collected by Congress, but by private commercial interests? What if the "burdensome charge" protected commercial interests that were selected

by Congress to protect them from competition? If so this sounds a lot like the centrally planned and managed economy of the former Soviet Union.

If such a law was thought to provide for the general welfare of the United States when it was passed 92 years ago, is it still in the interest of the general welfare of the United States today? Some parts of it may no longer be in the interests of "We the People of the United States." That is, the general population versus a comparatively small group (seafarers) which, by the way, has not actually benefited from the protectionism, certainly not in the last 25 years or so. We have fewer commercially viable ship yards, fewer deep drafted ships and far fewer seafarers.

What was the state of global trade 92 years ago compared to today? Is the United States still a leader in manufacturing today as it was then? What about jobs? How many manufacturing and process industry jobs have been exported because it was cheaper to source the same products or materials from offshore than to move them domestically via road, rail or ship? Is the Build American mandate of the Jones Act a de facto tax on interstate trade? If so, what should be done to that part of the law?

I wonder about these things. Do you? Share your thoughts with your representatives in Washington. If you see something, say something.



Wanted: Host Companies

Students are looking for internships. If interested in reviewing RESUMES. Please contact Margaret Faucher (mfaucher@cma-edu.org)

JOB MART

The CMA Job Mart is designed to match qualified candidates with good positions. Over the years, this service has proven to be extremely valuable to both job seekers and potential employers. Ads seeking to fill positions will run for two months at a rate of \$200.

Candidates seeking employment must be a CMA member at a rate of \$50 per year or \$25 per year for students.

To become part of the Job Mart please call (203) 406-0109 or email: conferences@cmaconnect.com

The latest Job Mart is always accessible on the CMA website at: <http://www.cmaconnect.com>

SITUATIONS WANTED

Candidate 1: Experienced HR Manager

Experienced HR. Manager looking for job in shipping company at USA.

- Eleven years experience in Marine recruitment
- MBA / Marine Engineer Dpl.
- Goal oriented and Team player
- Strong communication and strategic planning skills
- Advanced user of Fleet Manager PC program (Ref: www.dbmagic.com)

Name: Sergiy Bilyy

Email: sergiybilyy@yahoo.com

(S12-05)

Candidate 2: Seeking an opportunity in Finance in the Maritime or Energy sector.

Young, experienced Marine Engineer, seeking an entry level Analyst position at an investment bank, private equity or VC firm.

Education: B.S., Marine Engineering, USMMA; Professional Certificate, Investment Banking, New York University; Independent study, Harvard Business School and MIT-Sloan School of Management.

I am a natural leader and a team player, who learns very quickly, and operates with high accuracy and precision. I think creatively and work analytically. I enjoy building relationships with industry players and deal makers--seeking to add value in any way possible.

I would welcome any opportunity to discuss my experience and qualifications.

Cell: 267.446.9628, E-Mail: 89targa@gmail.com

(S11-02)

Candidate 3: Experienced Senior Financial Data Analyst

Experienced Senior Financial Data Analyst with in-depth experience and recognized talent for developing and maintaining financial forecast models for a Fortune 100 Company. Significant experience with multi-dimen-

sional data analysis and business intelligence tools. Reputation for being able to work with technology professionals to translate business needs into solutions. Strong Excel and Microsoft Access skills.

- 13 years as a Financial and Senior Financial Analyst for IBM
- * A fundamental understanding of data acquisition, interpretation and modeling
- Experienced user of most corporate and PC based database and analysis software including Essbase, MS Access, MS Excel, Lotus 1-2-3 and Lotus Approach
- A unique ability to spot trends and patterns that other analysts might not see
- Provided mentoring and training to younger finance analysts helping them to develop the professional skills necessary to succeed in high pressure business environments

Contact: Marilyn Wentworth-Hanson

Telephone: 914 669 4614

E-Mail: mwentworthhanson@gmail.com

(S11-03)

Candidate 4: Strategic and Motivated Technical Manager

Strategic and Motivated Technical Manager having Marine Engineering background with strong Interpersonal, Project Management and Problem Solving skills. Proven ability in commercial operations and management in Maritime Industry and delivered results by leading cross-functional teams. Active Technical Superintendent on tanker ships for 15 years.

OBJECTIVE: To work with a forward thinking shipping company where I can utilize my previous working experience both commercial operations and technical from ship and shore.

AREA OF SPECIALIZATION:

Strategic and Operation Analysis.

Emergency and Crisis Management / Emergency Response Systems.

Ship Construction

Risk Analysis - Ship's Structural Integrity.

Risk Analysis - Ship's Operation and Maintenance.

Marine Quality Assurance & Regulation Compliance

Marine Incident Investigation.

Project Management.

Technical Management of ships & Technical Performance Analysis.

Full resume and references available upon request.

Telephone: 832 275-6956

E-Mail: andrezb@hotmail.com

(S12-06)

Candidate 5: Tulane Maritime Law graduate seeking an working opportunity in maritime industry

As a candidate determined to explore the world of international shipping business, I enthusiastically look forward to putting my knowledge and experience into practice of the global maritime industry. My knowledge and interest of admiralty and maritime law has been greatly developed as I have been systematically trained by learning every aspects of this area. The experiences that I had gained from working in different law firms helped me to develop good customer service skills, office skills as well as interpersonal skills. My international background provides me with, not only a comprehensive mode of thinking, but also skills of effective com-

munication. Meanwhile, I readily adapt to new situations and demands, and am always excited to learn new concepts. I am looking for a position in marine insurance companies, P&I clubs, vessel chartering teams, ship broker teams, shipping finance companies, or any other ocean shipping business related working opportunities.

Education: LL.M. in Admiralty and Maritime Law, Tulane University Law School, New Orleans

LL.B. in Commercial Law, Dalian University Law School, Dalian, China

Bar Admission: New York State bar exam results pending

Experience: Assisted in different aspects of court proceeding and pretrial conferences

Language Skills: English and Mandarin Chinese

English-Chinese and Chinese-English Interpreter for various international business meetings.

Contact: Yumin Zhao

Cell: 504-717-3113

E-Mail: yzhao0930@gmail.com

(S11-05)

Candidate 6: 100% Shipping Man is seeking an opportunity to represent a US Maritime Company in Bulgaria and on East European Market

Education:

- Navigation-5 years Master Degree course at N.Vaptzarov Naval Academy-Varna, Bulgaria 1977-1982
- Navigation-4 years course at Secondary Maritime College-Varna, Bulgaria 1973-1977
- Ship Chartering, Ship Management and Port Agency courses at The Institute of Chartered Shipbrokers-London 2002-2004

Qualification:

- 3rd Grade Navigational Officer as per STSW 95/98
- Certified Shipbroker-MICS

Experience: total 30 years both at sea and on the shore

- Navigational Officer, Hopper Barges and Port Tugboat Master - 5 years
- Dry Cargo Chartering Shipbroker, Ship Commercial Operator, Port Agent, Ship Chandler, CEO of Sea Port Terminal and Manager at Ro-Ro Company - 25 years

Could be very helpful as Chartering Shipbroker and representative to US Ship owners operating general and bulk cargo vessels, also to Maritime Company seeking to establish business in Bulgaria in Shipping sector. Also can be consultant to companies interested to invest or develop business on Bulgarian shipping market.

I will be very pleased to consider any other job proposal including to move to US in order to work for Shipowners or Dry Cargo Chartering Ship Brokers or Charterers.

Contact: Mr.Ognyan Denchev Kostadinov,MICS

Cell: +359 877 533503, E-Mail: 533503@gmail.com

(S11-06)

Candidate 7: Chartering Broker

Chartering broker with 35 years of experience. I have acted as North American representative for a major multinational handling grain and scrap. In recent years as a competitive broker where I have been active chartering bulk and bagged fertilizers, grains, bagged coffee, paper products and vehicles as well as other commodities.

I also assist with the refrigerated department in chartering as well as post fixture operations including calculation of laytime and settlements of accounts.

I have excellent computer skills and am well versed in several different office communications systems and a good working knowledge small scale computer networking.

Telephone: 203 322 9136

Cell: 203 658 4573

E-Mail: catowne@yahoo.com

(S12-08)

Candidate 8: Experienced Mariner/Corporate Manager/Maritime Lawyer

Practicing lawyer with focus on maritime law (correspondent for Members of International Group of P&I Clubs). Seeking a fast-paced corporate position in the maritime industry (vessel operations, insurance, risk management).

- B.S.: USMMA (Marine Transp.); M.B.A.: University of the Virgin Islands; J.D.: Touro College - Fuchsberg Law Center
- 5 years seagoing experience
- 5 years as Port Captain at major oil refinery/marine terminal (vessels to 300K DWT)
- 7 years as corporate executive in the steel fabrication industry
- 15+ years as civil litigator with emphasis on maritime law

Diverse education and practical background combined with great motivation, energy, organizational skills, analytic thinking and creativity. A proven problem solver as a successful litigator.

Resume and references upon request.

E-Mail: b03161956@gmail.com

(S12-10)

HELP WANTED

NOTE: two months of running your ad in this newsletter costs companies only \$200 - and it has proven to be THE place to be seen and answered.

Position A: Marine Operations Trainee.

LDCCommodities, a privately held firm involved primarily in the international trading and merchandising of agricultural commodities, is looking for a Marine Operations Trainee to join our Freight department in the North American headquarters in Wilton, Connecticut. This position assists in the day-to-day functioning of time charter operations for the Ocean Freight Department of an international commodity trading firm.

Primary Responsibilities/Essential Functions

- Uses knowledge of dry bulk carrier tonnage capabilities to coordinate and plan voyage, cargo and bunker operations
- Communicates with vessel masters at sea ports to provide instructions for their cargo employment, including stowage plans and any limitations with full description of cargoes
- Coordinates with domestic and overseas LDC logistics offices and agents at load and discharge ports to arrange cargo logistics and advise any special instruction regarding cargo
- Authorizes advances for disbursements to agents and canal authorities
- Performs data entry for softmar shipping/accounting program

Additional Responsibilities

- Assists with the settlement of laytime and any other arbitrary matters with Ocean Freight personnel
- Authorize advances for disbursements to agents and canal authorities
- Serves as a liaison with the Grain Accounting Department to ensure proper payments, billing of charter hire and receipt of freight are received
- Serves as a liaison with the Insurance, Law and Protection and Indemnity clubs to assist in resolving discrepancies that arise
- Education/Professional Certifications/Licenses

The following is the basic qualification:

Bachelor's degree

The following is the preferred qualification:

Bachelor's degree from a maritime academy

Experience

The following are the basic qualifications:

Zero to two years of experience with dry bulk chartering and shipping operations, including a thorough understanding of time charter parties
Unlimited second or third mates USCG license

Knowledge/Skills/Abilities

The following are the basic qualifications:

Knowledge of transportation and documentation procedures, including import/export and chartering party documentation

Knowledge of economic principles, accounting practices and financial markets

Knowledge of raw materials, production processes, costs and other techniques for maximizing the effective distribution of goods

Proficiency with MS Excel and Lotus 1, 2, 3

The following are the preferred qualifications:

Knowledge of the grain industry

Strong verbal communication skills

Ability to handle multiple tasks and prioritize workload

Equipment Used

Typical office equipment: PC, telephone, fax machine

Working Conditions

Fast-paced trading floor environment. Extensions of regular working hours are occasionally necessary to complete time-sensitive projects, attend training or to respond to emergencies.

Company: LDCCommodities

Notes: Candidates should apply directly by clicking: here (HW09-12)

Position B: Chartering Manager

Oldendorff Carriers, founded in 1921, is the largest bulk shipowner in Germany and one of world's leading drycargo owner/operators. We employ about 1500 people from 65 different nationalities and operate around 400 bulk carriers worldwide.

In our office in Stamford CT we have an open position in our chartering department for a Chartering Manager (m/f)

Job Description:

- Negotiation and fixing of charter parties
- Calculation and pricing of shipping deals
- Positioning of tonnage
- Observation of markets and market research
- Expand the existing number of acceptable counter parties
- Worldwide communication with other satellite offices, brokers, agents, owners and charterers

Your Profile:

- Chartering experience in shipping, experience in trading of commodities or other trading experience.

- Aptitude to negotiate
- Analytical skills and competence in data analysis, supported by good PC skills
- Social competence as well as the ability to integrate and enjoy working in a team environment
- Excellent verbal and written communication skills
- Fluency in English is essential
- Not afraid to make decisions
- Creative
- Not afraid to work hard

Interested? Please send your resume and possible starting date.

Contact: Jessica Page

Company: Oldendorff Carriers Stamford

Address: 1 Landmark Square, 17th Floor

Stamford, CT 06901

E-Mail: jessica.page@oldendorff.com

(HW010-12)

Position C: Corporate Accountant

Part-time position in Armonk, NY.

Triworld Shipping Services, Inc., a dry cargo shipping consultant, is looking for an experienced accountant interested in a part-time position in our Armonk, NY office. Job will essentially be to provide local support to the Corporate Finance division of our overseas principals in dealing with U.S. clients. Candidate will be required to assist in preparation and presentation of financial reports to management. Position requires about 20 hours/week, flexible.

Candidate must possess working knowledge of corporate accounting, international banking procedures, IFRS/GAAP. Prior experience with a shipping company and ability to work on Peachtree accounting software is a plus.

Contact: Mr. Milind Trilokekar

Company: Triworld Shipping Services, Inc.

Address: 200 Business Park Drive, Suite 107, Armonk, NY 10504

Telephone: 914-273-2410

E-Mail: milind@tss-ny.com

Notes: Please e-mail your resume with salary requirements in strict confidence or send to our office at the above address to Mr. Trilokekar's attention (marked "Personal and Confidential").

(HW010-12)

Position D: JUNIOR SALE AND PURCHASE BROKER/TRAINEE

Compass Maritime Services, Teaneck, NJ., one of the major Sale and Purchase brokerage companies in the U.S. is seeking a young sale and purchase broker/trainee.

Relevant S+P experience is not necessarily required and candidate with about 2-3 years shipping experience from Dry Cargo or Tanker Chartering etc etc. will be considered.

Looking for highly motivated individual who can work in a team oriented environment.

Company: Compass Maritime Services

E-Mail: sschanche@compassmar.com

Website: www.compassmar.com

Notes: Pls apply in strict confidence

(HW09-12)

Position E: Tanker Operator

Shore-side position to manage all aspects of chemical and CPP commercial operations of assigned vessels for an expanding parcel tanker company based in Southport, Connecticut. The position has excellent growth potential.

Main Responsibilities

Ensure Voyage Charter party compliance for all fixtures for all assigned vessels. Plan and manage all voyage aspects and requirements including cargo stowage, and cargo operations in close consultation with Masters and in accordance with industry regulatory and safety procedures. Manage port calls and all vessel expenses related to commercial operations. Ensure compliance with all laytime and demurrage requirements. Provide tank cleaning advice to Masters as needed. Monitor vessel speed and bunker performance to ensure normal operating standards are not exceeded. Responsible for the day to day time charter management of his vessels and ensure compliance with all terms of the time charter parties.

Experience: Minimum: 3 years experience in operations and/or chartering departments of a parcel tanker company. The candidate must have good computer and writing skills.

E-Mail: DCarroll@MTMaritime.com

Notes: Interested candidates should email their resume with cover letter.

(HW010-12)

Position H: Assistant Vice President Business Development & Sales Ship Sale & Purchase & Cargo Movements – Marketing Strategist

The Great Lakes Towing Company and Great Lakes Shipyard, Cleveland, OH is a growing and diversified maritime company seeking a highly innovative and energetic self-starter who is currently or has experience in ship sale and purchase or marine cargo brokering and ideally knowledge, education or experience in marketing or sales.

We have an in-house career opportunity in shipyard sales and marketing for new construction and repair, marine cargo movements and other related marine businesses. Some responsibilities include developing and implementing sales and marketing strategies; increasing target consumer awareness; and enhancing company growth. Bachelor's degree in business, marketing, transportation, engineering or related field and prior maritime brokering/sales and purchase experience required. Salary based on experience. Competitive benefits package including medical, dental, vision, and 401(k).

Contact: Mary Wells

Company: The Great Lakes Towing Company and Great Lakes Shipyard

Address: The Great Lakes Group,

4500 Division Avenue, Cleveland, OH 44102

Fax: 216-781-7472

E-Mail: hr@thegreatlakesgroup.com

Website: www.thegreatlakesgroup.com

Notes: Please submit cover letter and resume with salary requirements

(HW10-12)

Position I: Director-Safety

The American Waterways Operators, the national trade association for the tugboat, towboat and barge industry, seeks an individual with strong leadership, project and volunteer management experience, and group facilitation skills to lead the association's effort to promote continuous improvement in safety and environmental performance in the industry. You will be an integral member of the association's senior staff, responsible for guiding implementation of a key strategic objective. Excellent written and oral communication skills and ability to analyze and interpret data a must. Bachelor's degree required. Experience in marine safety and operations a plus.

Company: The American Waterways Operator

Address: Arlington, VA

E-Mail: resumes@vesselalliance.com

Website: www.americanwaterways.com

Notes: Send resume, cover letter and salary requirements with "Director-Safety" in the subject line. No phone calls, please. (HW09-12)

Position K: Cargo Claims Administrator

MOL (America) Inc., a global leader in the containerized shipping industry, is seeking qualified candidates for the position of Cargo Claims Administrator in our Edison, New Jersey office.

Job Description:

Administration of claims for cargo loss and damage. Involves considerable written and verbal communication with customers, insurance companies, surveyors, and others. Experience in the transportation industry is preferred, but we are also willing to train the right candidate.

Duties Include:

1. Monitoring of seventeen overseas agent offices. Compile and maintain claim activity reports for Brazil, Chile, Panama, Mexico, and Canada regions.
2. Train and assist agents on Global Claims system as well as trouble shooting system problems.
3. Give guidance to agents for claims handling, and ensure indemnity claims are timely filed to liable third parties. Work with overseas offices to obtain records necessary for fact-finding to complete investigation of claims.
4. Work closely with agents to monitor "suit time interruptions" and lawsuits.
5. Prepare quarterly reports and grade performance of agents.
6. Assist with container longstay issues and prepare reports.

Candidate Requirements:

- 1) Bachelor's degree or equivalent work experience required.
- 2) Excellent verbal and written communication skills.
- 3) Fluency in Spanish and/or Portuguese preferred.
- 4) Proficient in the use of office automation software and tools, including Microsoft Office applications (Word and Excel).
- 5) Must possess critical and analytical thinking, self-motivation, the ability to work under time constraints, and to work collaboratively within the team environment.

We offer a competitive salary, and a benefit package which includes medical, dental and vision insurance, 401(k) plan with Company matching and pension, life insurance, and more.

Applicants should advise of their eligibility to work in the USA and their salary requirements.

Company: MOL (America) Inc

E-Mail: Robert.Colombo@mol-liner.com

Notes: Applicants should e-mail their resumes. No phone calls. No agencies (principals ONLY). Only qualified candidates will receive a response. Equal Opportunity Employer. (HW09-12)

Position L: Commercial Operations Manager

Full time position in Glen Cove, Long Island, NY.

Med Brokerage & Management Corp is a commercial manager for ship owning company presently has an opening for a Commercial Operations Manager. Full time position in Glen Cove, Long Island, NY.

Company is looking for a candidate with extensive and practical knowledge of all aspects of commercial management of the owned and chartered dry bulk

ships. Thorough knowledge and experience is required in time charter, voyage, agency, port and bunkering operations.

Candidate must have at least 3 years shore experience in operations in dry bulk ship owning or ship operating company. Seagoing experience is a plus.

Company: Med Brokerage & Management Corp

E-Mail: hr@medbrokerage-ny.com

Notes: Please send CV and salary requirements. CV will be treated in strict confidence. (HW09-12)

Position M: Administrative Assistant

Very active Westport based company operating in the International marine sector looking to hire an Administrative Assistant. The successful applicant will have excellent numeracy to compliment their verbal and written language skills and must understand the value of a customer.

Must be willing to work in a busy office, able to multi-task, be organized and understand the importance of deadlines and be a team player. Computer proficiency expected with an understanding of web based programs and applications. Bachelor's degree required. Additional language a plus.

Typed resumes, with a hand written cover sheet explaining your strengths and why you should be our choice will be accepted by mail only.

Company: Merlin Petroleum Co, Inc

Address: 235 Post Road West, Westport, CT 06880 (HW09-12)

**Position N: Senior Operations Manager (MID-SHIP Group LLC):
Port Washington, NY**

Responsible for planning, directing and coordinating multiple sea voyages of world-wide charters. Daily routine handling of all post fixture requirements for dry cargo marine operations including both voyages and time charter vessel management. Prepare time charter voyage evaluations, hire statements, voyage instructions to the master and agency appointments. Coordinate with the master, negotiate with the suppliers and arrange cost efficient and timely bunker supply. Manage ships on period time charter and voyages under Contract of Affreightment. Provide logistical management from departure to destination of the maritime operations of each vessel. Plan, direct and administer the loading and discharging with agents, clients, owners and keep the management updated regularly. Routine monitoring of vessel operations and administration of notices, ETA's, delivery/redelivery updates and other required correspondence. Identify potential and real problems and proactively provide solutions and resolution alternatives to all concerned parties to achieve a smooth voyage. Responsible for preparing and managing all post voyage activities including final hire calculation reconciliation, port disbursement account reconciliation, final freight invoice, laytime preparation, negotiation and demurrage/dispatch settlement as per charter party agreement. Apply theoretical and practical knowledge of shipping management practices.

Minimum Requirements: Bachelor's degree or equivalent in Marine Transportation, Marine Engineering, Mechanical Engineering or a related field, and 4 years of experience in voyage and time charter dry cargo vessel management including managing communication between vessel master, agents, owners, shippers and receivers, bunker scheduling / purchasing, weather routing, voyage and time charter calculations, stowage calculations and port disbursement reconciliation. Travel, as required, to Asia, Middle East, Europe, South America and within the USA.

Please send resume to attn of: Joseph P. Smith, CFO/HR, MID-SHIP Group LLC, 145 Main Street, Port Washington, NY 11050. Must specify Ad Code VV/JS. EOE, MFDV. (HW09-12)
